

## How Militant uses newspaper to weld its organization




| Struggle to | Seam |
| :---: | :---: |
| lead | BP to lose |
| teachers | 1,700 jobs |
| tion |  |
| A jump of 54 fectemi in ind |  |
| coin |  |
| hicher |  |
| There has also been a rise of per cent in the number of |  |
| aver |  |
| S |  |
|  |  |
| athous |  |
|  |  |
| hat reuthon of moniororim wis |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| crafime pass, had 10 be |  |
|  |  |
|  |  |
| ${ }^{\text {aran}}$ Narrly 400 Manchesers |  |
|  |  |
| asin |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



uataze

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

## Value of a round-the-clock job


 he encouragememint if postairs abl
of workers By

## p Machine-gun

## 'bombs' scientists $\begin{aligned} & \text { guard for } \\ & \text { Heathrow }\end{aligned}$

## 



onith had io ber raduruinisedul
Shools where $\mathbf{a}$ new head hent last




 oncring toe schoorfs wails wid he duyition cempmiluec hur




$$
\begin{aligned}
& \text { Stand-off over } \\
& \text { disnute's cause }
\end{aligned}
$$

dispute's cause

## BAe chief denies <br> 'tin bashing' claim

## ${ }^{8}$ 올 8



HongkongBank $\boldsymbol{X}$
announces that on and after 9th JANUARY, 1986 Basic Rate . . . 12½\% (Previomily 13:
'Jobs for life' claim may delay Post launch

|  |  | surike action in support of the Mr O'Neill refiused to be drawn oo whether the company | vaders signed an exclusive deal for the Poxt. He forecast that the other tizles as anger over such a |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| dernands, whieb also incinde clauce calling for index-linked | uemping to craxe a dispute at | Mr Rupers Mus |  |
| , |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  | t

Wrangle over Westand
Germansadd weight
agopaganda drive
against Sikorksy



 The most open mend obvious

 They are not sugessing that








 Hould be eahance
 tion have hase
his cane
Bat it
$\qquad$


Thatcher failed to stop brawing
$\qquad$



 Now in 2 propert hearimg ro




## Doctors criticized for sending too many patients to hospitals

|  |  |  |
| :---: | :---: | :---: |
| US firm in <br> By Nichol Mutual of Omaha one of the world's biegest healih insurance companies yesterday $\qquad$ with the aim of covering at leas a millioa people within five years. $\qquad$ company, which made-based losses after an earlier attempt to break into the British market, is understood to be willing to invest about $£ 80$ millioa over five years. If successful it will health insurance markel, which | n private he <br> Timmins, Social Services Cor <br> is headed by the British United Provident Association. <br> Mutual, which has renamed itself Health First for its relaunch, covers only about <br> oa health insurance schemes in Britain. <br> advertising campaign a hith a hudget believed to be about $£ 7$ to fR millioa in the first year <br> more than double the amount speat annually by Bupa Yesterday Mutual unveiled a $\qquad$ | ealth drive <br> restricted cover for lower premiums, in an attempt to premiums, in an atternpt to attract more individual sub- scribers and small companies One scheme includes the first part-insurance offer, with a would cover treatment in some pay beds hut which the insured could top up for more expens- ive treatment. Psychiatrie care treatment of drug arid alcohol gbuse and long-term kidney dialysis are excluded in some policies. |
| Ford invests f 400 m in new Transit <br> By Clifford Webb <br> Motoring Correspoadeat Ford has iovested $£ 400$ <br> millioo to produce a stream- lined replacement for the Transit van which has domi- nated the light commercial vehicle market in Britain for 20 years. More than $£ 100$ millioa of this has been speot oo modertory, said to be the most advanced truck plant in the world. motor iodustry's first "seciag" motor computer uses tejeCisioo cameras to monitor body ncnts arriving automatically at the assembly track mated -litre petrol eagiaes as weil as the 2.5 litre diesel iatroduced 18 mooths ago. A five-speed gearbox, is offered for the first time together with a aew type of sprovides levels of ride handwith most passenger compars. The new body gives up to 13 the Transit is said to be cheaper to service. year the Transit accounted for nearly one 12 three of the record 138,000 hicles sold in Britain. | Expertshelp <br> to pick BA <br> 'worst' wine <br> By Robin Young <br> Two wines served hy British Airways which were judged the <br> Worst offered to hasiness class passengers by any of 20 international airlines in a hlind <br> tasting were supplied to the airline by companies with represeotatives of its own wine <br> selection committec. The offending Brits Air- mays' wines, which came <br> bottom io a Traseller magazine, by Business Trave Grierson-Bloementhal were <br> white Entre-denx-Mers :snp- plied hy Cordier (UK). Mr Tony Blumeothal, presi- <br> and Mr Colin Qinton, rhe managing director of Cordier (UK), last night blamed poor <br> eace that wines be served in <br> A panei of six experts tasted wiaes served in business class hy 30 international airlines, without knowing from which <br> agreed that British Airways sered the worst red and the $\qquad$ <br> mordis favourite sirine modla curry favour with nobody. They <br> national disgrace. |  |
| Severn Bridge tolls may rise Tolls on the Severn Bridge |  |  |
|  |  | se in house orecast |
| Job claim lost <br>  <br>  <br>  cumereman umod autive tan- <br>  Hero passes test Simom weston 2 zed $\frac{24}{}$ Yerat. wo wes saidy initid <br>  hisiratemp <br> Phonebox change atar reylutuion that willin in <br>  |  |  |
| was lauched by bitish Tele | AVERAGE HOUSE | mice my beaions ( $)$ |
|  | Sathent Wor |  |
| Captain fined <br>  Chad feno by sourtamplon anse of meningyitis aboard ine |  |  |



SELF-EMPLOYED? NO PENSION WITH YOUR JOB? KEEP THIS PAGE. WHAT'S THE BEST TIME TO START YOUR OWN PENSION PLAN?


Personal Pensions are outstanding
investments becauseof the considerable investments becauseof the considerable
tax concessions you get. You receive tax concessions you get. You receive at the highest rate you pay on your earnings.
Inaddit
Inaddition yourcontributionsgointo aspecial Sun Alliance Fund which isfree
of most $U K$ taxes which of most UK. taxes, which means your
investment can grow much faster.
mvestment can grow much faster
IS IHIS YOU?


Naturally your pension cheque is
subject to income tax, bit if you decide subject to micome tax, but if you decide poid entirely tax free. (About onethind of your benefits can be taken in this way). Furthermore, should you die before retirement al your contributions boure be refunded free
capital gains tax
So you can see that if you do not have a pension its sada wasteor a golden. opportunitity iththe Sum Aliance eersonal
Pension Plan you could be enjoying the
fruis of your work long atter it is over Without your pension plan, the income tax you pay when you're working is lost
and gone forever.
PAY WHAT YOU CAN AFFORD Yorrincomemay cary.Hope-
fully, winl keepon,
you wing un, and


[^0]

# Dont you wish you were a Norwich Union with-profits policyholder? 

Just look at the figures. They show that on a 25 -year Endowment Policy, maturing 1986, Norwich Union pays out way above the average. Yet another Special Bonus boosts the Norwich Union figure to a massive £43.594, an outstanding return on premiums of $£ 30$ per month.

Norwich Union returns are consistently among the very top because of the skilful way we invest policy holders' money. Because we are a Mutual Society-all the profits belong to you, the policyholder. And because of the way we make your money grow-through bonuses that become permanent additions to your policy.

HOW NORWICH UNIONMAKES
YOURMONEY GROW
NorwichUnionbelieve that thebest way to distribute profits is through bonuses that become a permanent addition to the value of your policy. We pay generous Annual Bonuses, and because of our great financial strength, we are often able, like this year, to declareSpecial Bonuses as well. This sets us apart from many other companies who do not pay Special Bonuses. Remember, on a with-profits endowment policy, once Special and Annual bonuses are given they cannot be taken away.

When your policy matures, Norwich Union also pay an Additional (some companies call it 'Terminal') Bonus. Since this Bonus can vary, up or down, according to current investment conditions, Norwich Union place less emphasis on this than most othercompanies, preferring to give policyholders permanent guaranteed benefits rather than wait until the policy matures. Even if you have to cash in your policy in mid-term, this means you still enjoy a greater payout.
'A Norwich Union Policy isn't just superb value for money. It means you benefit from real security, and peace of mind.

INVESTMENT WITH FLAIR AND CARE
Norwich Union are masters of investment, investing with flair and care in the most dynamic sectors of the economy: in property and ordinary shares, including oil Our successful investment strategies not only enable us

to declare excellent Annual Bonuses, but, once more; Special Bonus as well.

## CHOOSENORWICH UNION

You should not choose a Life Insurance Caturiny": because of the size of the benefits showninits illustrations:

The key to your decision is the track remontofthe companies being considered.

Some companies have never paid out as much as the benefits they currently illustrate, despite high infitionia. and exceptionally high interest rates over the lastentio fifteen years.

Only deal with a company which hasia top, s. record of payouts: Onelike Norwich Union

When you've found such a company look for guatantees. They are not readily seen from titustrations, but remember, the smaller the proportion of a with-profits policy that is allocated to additional bonuses thie greater the guarantees.

With Norwich Union you will have the best: combination - top payouts and realistic Additienal Bonuses.

You get outstanding value for money and the peace of mind that a secure investment brings.

Do seek independent financial advice, from an unsurance broker, say. Your broker will be able to help you be it a way of repaying a policy that most suits your needs? be it a way of repaying a mortgage, a pension plan, ot. We're sure your broker
objective standards, Norwich Union's value

bjective standards, Norker will agree that to adiy

## Youre better off the Norwich Way.

SOCIAL TRENDS: CRIME, CLASS AND PENSIONS One in three men guilty of serious crime by age of 28


## Britons better off, better educated - and a better class of person





## 

| $\qquad$ <br> Pensione rises th <br> rises th <br>  <br>  <br> only two-thinds. for those helow pension fige. Facome per: hend for pensioners Gad riseri frow about $A O$ per-cent of that of nop- <br> pensioners $\begin{aligned} & \text { Yonger peinsioners are sifg } \\ & \text { nificantly better off than those. }\end{aligned}$. <br> aged over 75 , sud only a few are very well offe One in 10 has an income above the swerage for <br> Fiaf of all pensioners, who in 1982 had on overage 588 a week. dispiosable inconie for couples <br> and between 550 aind 255 a wreek for single people, had incomes alove the poorest 10 per cent of <br> In generil, they "- were .a <br> in work, including the unem- ployed, fie fisabled wnd single:. parents: $\cdots$ : <br> 37 for wómèn. In 1963 almost all full-ime. manual employees (97 per cemt) had <br> entitlement of anly two weeks. Now- almost as many 95 per <br> cent) can claim a full fouri pectes or more. and almost a fifih have <br> Eive weeks or more'. More and more people tale |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

# helicopters with Sikorsky for 38 years. 

# We need this partnership, 

 not just the money, to get us off the ground.We've studied the European Consortium's new proposals very carefully.

But frankly, their offer is only marginally changed and; in financial terms, still very similar to that of Sikorsky and Fiat.

The fundamental reasons which led the Board strongly to recommend you to back Sikorsky and Fiat remain valid.

Our partnership with Sikorsky is tried and tested.
With Fiat, it will open up new opportunities for Westland which outweigh any the European Consortium can offer.

If we were to offer both alternatives to the vote, as some shareholders ask, there's a real danger that neither would get the mandatory $75 \%$ majority, and we could end up with neither.

The situation is far too urgent to risk this.
We need a quick and decisive solution.
The one which your Board arrived at after months of exhaustive analysis and tough negotiating:

Accept the proposals from Sikorsky and Fiat without delay. This is our firm recommendation.

If you have any difficulty in completing and/or returning your proxy card in time, we invite you to phone us between 10 am and 8 pm daily.

The number is $01-5831398$.
To be valid, your proxy
must be received this week.


Black pupils in confusion over ruling to end school boycott


Pretoria lifts race limits




$\qquad$

## Ex-general jailed on

 subversion chargesfinctin
$\qquad$

in $\begin{aligned} & \text { heard } \\ & \text { hend } \\ & \text { sonn. } \\ & \text { eral o }\end{aligned}$
$\qquad$


Warning over protests

## Haiti priests foster defiance

## Ozal sees <br> benefits in <br> Tehran trip

From Rasit Gurdilet
Ankara
 some the judyears p
sire
sown."









| Operation for Domingo | Marcos supporter's aide shot dead |  |  |
| :---: | :---: | :---: | :---: |
|  |  | President Marcos in the election |  |
| last night on Pladidn Domingo |  |  |  |
|  |  |  |  |
| d | pporter of President | Recto | politically motivared. "lt was |
| tre |  |  |  |
| ${ }^{\text {He }}$ mas ti be jiven a local |  |  |  |
|  |  | the |  |
| as not to risk arterting he | Rodolfo Arcete, aged 32 died | the stairs of a ne | as the first of the election, but it |
| xens Climic in Barce |  | He is secretary of a group |  |
| ${ }^{\text {explained }}$ Anyone wbn forces the | He was kilied because he was | calling isself United Ilocano. | ir |
|  |  | mepro |  |
|  |  | and established to convinced |  |
|  |  |  |  |


|  | $\begin{gathered} \text { From Rasit Gurdilek } \\ \text { Ankara } \end{gathered}$ |
| :---: | :---: |
|  | Oficil |
| Wnald rignrousiy check what it considered ileggal acts, aftcr twn days onf anti-Gnvernment |  |
| protest |  |
| A commmiquet from |  |
| Ministry nf the Interior and |  |
|  | Reuming y it wek frome |
|  |  |
|  |  |
|  |  |
|  | billion (EII.E billion) urade ,ices would be $\$ 3$ billion -or siehly more" his year |
|  |  |
|  |  |
|  | slighly more", this year. While there were no concretc |
|  |  |
|  |  |
|  | servies. more tanyible result ap |
| live the Army" in the apparent coup. |  |
|  |  |
| coup. fir the Ammy has re. |  |
| twice opening fire on demon-strators in the historic northern |  |
|  |  |
|  |  |
| independence from. France was proclaimed in 1804. |  |
|  |  |
| The town was once aDuvalier stronghold Papa Doc |  |
|  |  |



Report told of nuclear plant risks

 In a safey evaluasion repor
the agency also revewep
safery violations since 1975 and

$\qquad$ oversieht at the plant ${ }^{\text {a }}$
subsidiary of the Kert-Mcce
A Kerr-RicGee spokesman
dispued those conclusions on
Tussday. tobeviously, wis dissgreec." said Mr" Richard
Pcreses. director or corpor ale
communicaions.
"Its closely observed portrayal of what goes on in the corridors of power has given me hours of pure joy."

## 

##  <br> Yes,Prime

 MinisterThere are even more hours of pure joy in store for the Prime Minister and, indeed, all of us. The new series, now entitled 'Yes, Prime Minister',begins tonight at 9.00 pm on BBC 2 .

# Reagan warns Americans who stay in Libya 

| - | Etw |
| :---: | :---: |
| $\pm$ | \% |
| ymem | = |
|  | W |
|  |  |
| Vw $=$ | EwE |
|  |  |
| ix k | = |



## Muted reaction to call for boycott



Flick to compensate slave labour victims


## Israeli MPs

Reagan's
manin

## at mosque

 From ImMmay
## Cairo quits

 <br> <br> WANT TO SAVE <br> <br> WANT TO SAVE £1,000? £1,000? <br> \title{
## YOU COULD WITH FORD CREDIT'S <br> \title{ \section*{YOU COULD WITH FORD CREDIT'S FINANCE SCHEME FINANCE SCHEME IF YOU NEED TO BORROW $£ 5,500$ IF YOU NEED TO BORROW $£ 5,500$ FOR A NEW CAR. FOR A NEW CAR. FOR A NEW CAP 

 FOR A NEW CAP}

That'sthe difference between the $4.9 \%$ p.a. (9.5\% APR) rate and an earlier Ford Credit rate of I $1 \%$ p.a (214\% APR) $\quad$ Justtakealookathese examples oftheFordCreditfinancedealsyou cangetfromJanuary 2 nd I $1 \%$ p.a (214\% APR) $\quad$ Justtakealookathese examples oftheFordCreditfinancedealsyou cangetfromJanuary 2 nd 1986 on all Escorts, Orions, Sierras, Capris and Fiestas.

| MODiE | FIESTA 950 POPULARPLUS |  | ESCORT 13LASERIII (5-door Salöon) |  | Capri 20Laser |  | ORION1Gi GHIA |  | $\begin{gathered} \text { SERRA18L } \\ \text { (4-speedSaloon) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| APR | 9.5\% | 21.4\%* | 9.5\% | 21.4\%* | 9.5\% | 21.4\%* | 9.5\% | 21.4\%* | 9.5\% | 21.4\%* |
| Cash Price** | 4661.31 | 4661.31 | 6157.32 | 6157.32 | 7328.44 | 7328.44 | 8390.35 | 8390.35 | 7203.97 | 7203.97 |
| Initial Paynent (minimum 20\%) | 93226 | 93226 | 1231.46 | 1231.46 | 1465.69 | 1465.69 | 1678.07 | 1678.07 | 1440.79 | 1440.79 |
| Amount of Credit. | 3729.05 | 3729:05 | 4925.86 | 4925.86 | 5862.75 | 5862.75 | 6712.28 | 6712.28 | 5763.18 | 5763.18 |
| 36Monthly Instalments of | 118:81 | 137.77 | 156.94 | 181.98 | 186.79 | 216.60 | 213.86 | 247.98 | 183.62 | 212.92 |
| Charge for Credit | 548.11 | 1230.67 | 723:98 | 1625.42 | 861.69 | 1934.85 | 986.68 | 2215.00 | 847.14 | 1901.94 |
| Total CrëditPrice | 5209.42 | 5891.98 | 6881.30 | 7782.74 | 8190.13 | 9263.29 | 9377.03 | 10605.35 | 8051.11 | 9105.91 |
| Customer Saving | 868256 |  | £901.44 |  | £1073.16 |  | ¢1228.32 |  | \$1054.80 |  |
| This ieipresents a typical nuterest rate of the credit provider for new cars immediately prior to the introduction of $9.5 \%$ APR terms on Capri Laser and Sierra models -Maximum retall pedice excludes delivery, iumber plates, rodid fund licence as at January 2 nd 1986. |  |  |  |  |  |  |  |  |  |  |

And don' forget that these examples are based on the maximum retail price of the car. However, sill use the $4.9 \%$ pa: ( $9,5 \%$ APR) rate. Due to the tremendous popularity of these schemes they have now been extended until January 31st, 1986 and now include Fiestas.



They must have known the bad weather was coming, for last night's television provided several good reasons for staying at home: review by Nicholas Shakespeare

## The real life of opera (and soap opera)


$\qquad$


$\qquad$





## PLG Young Artists

 Purcell Room









 ened sperech into songe The tupe
meawhite .. sounded quite
awful
Miss Miller had benter sipm
a

Theatre
Tragedy enhanced by Kingsley's power Othello Barbican






 s.indear ins






 Be patar ing is isempinig besing Hetuid maders aifins some
 shicion furs inger phay
 angring pinipats sumd





## DAVID ROBERTS R.A. THE HOLY LAND pants w onalimal Colour  <br> FAREWELL CDITA <br> )



The Archit
Ado



Rock

## Galleries



David Sinclair
$\qquad$














 were crachy righth. Nay dot.




Paul Griffiths

## - Guus Mostart his becn

 Company, with ifter Touring




Fidivinize STERSINGERS

 0

## ${ }^{2}$ natich National Opers



## British Airways Super Club. Even when its' full, it's not.



British Airways Super Club is rather popular these days.

It could be the six abreast seating, the award winning service or even the fact that we fly to fifteen cities in the US and three in Canada.

Whatever the reason, you may find all the seats have been takèn.

Don't worry.
Unlike other airlines we won't send you away disappointed.

We'll send you away First Class instead at absolutely no extra cost (to you, that is).

Or we might even send you on Concorde if you've booked a Super

Club flight to New York, Miami, or Washington D.C.

British Airways would like to apologise to its passengers for any inconvenience this may cause.

## BRITISH AIRWAYS

. The worlds favourite airline.

## High-flyer in the Westland cockpit

## The Times Profile: Sir John Cuckney



 base. Thomas coik lits thought
sometime that it must be very
confusing but in fact to have the sometimes that it must be very
confuring but in fact be have the
experine of how another company
deals with a problem is very veluable because nearly always the
vprobitem are the same. .
yon have ane if
 commercial
mentas.
balance.
Consider



 company has encomoutred difficult-
 There can beag great deal of

 the directors oonsider to be be the core
of the compiny This happend at
of ha Browns. We Sohn Browns. We got out of a
raditional business where there
wert great names in . British enginexing involved in . British engin-
There is aimays a vendency in a defence manufacturing cempany for
it to be full of armchair strategists

 "You'd be selling the jewel in the crown, currently the most profitible
part of the busines, which is not a
sensible option. What you often sensible option. What you often.
have to oconider is selling off the.
part which is po lopger piofrable ${ }_{1976}^{1974}$ Craimman, Givoran
 1978 Knigmest bacame civiln
 ${ }_{1985}^{1985}$ Chairmann Joth Wiown


Paui Vallely

Putting juries on trial
A report published lomorrow recommends the abolition of trial by jury for complex fraud. It is the latest challenge to the heart. of our legal system The jury - the mand $\begin{aligned} & \text { for } \\ & \text { middele class jury". Another said }\end{aligned}$ The jury - the mainstay of our middile class jury", Another said Tegal systern - is once more
under streat This vime the
antack is on several fronts the Government is poised the
abolishtrial by jury por complex
fraud trials on the basis of fraud trials on the basis of a
report
(published
tomorrow)
 Roskill, a law lord, at the samie e they sigight be unpalriotic. They
decided



 alleged use thei
chancenge
favourable juries. $\qquad$

## PERIGORD at TRUFFLES.





## Care that crosses frontiers




Maduser Hogitur to trip tit



## Lonely poet of the arctic convoys

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |




Brief lives of the new women in the West and in the East


yanainixis


Ideal new society in wild Wales
Jan Morris








The decent machine in Labour's ghost

## -an emply taxi drove up to Downing Sireet and Mr Authoc Mohn Campbell















  1939
ing p
his
his






 simply his
Labour de
propelled
ship
by p putis
bicpney
Sich



Io new subscribers to The THES. Take oul a year's
subscriplion loday and we will give you a copy of the hardback New Collins Concise English Dictionary (worth $£ 8.50$ ) containing over 96,000 references. Simply fill in the coupon and send it to the address
shown with your cheque for $£ 33.00$ (made payabiet iv Times Newspapers Limiled).
TheTimes HigherEducation


## Name Nodres Nat


The wor for only $\mathbf{E}$


THE TIMES DIARY

## Where

 was Sid?
##      

## Woolslack

 Merken ripaing and simit



 True


 Own goal

##         Ticking over






Front parler










# Whitehall, get set now for coalition rule 

by William Wallace



Tim Congdon urges the Budget planners to return to target

## Why Lawson must repent

## Libya sanctions: can Thatcher afford to support Reagan?

##  me in nearly two dececdes. European countries Wbicb have a 



Heseltine's two options

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  influence inimio tes debatac. |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  | Tosemen |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Why Hen could he Cabinet nol |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

## moreover . . . Miles Kington <br> Tearing Britain off a strip








P.O. Box 7200 Gray's Ini Road London WCIX 8EZ. Telephone: 01-837 1234

## REAGAN SLAMS THE DOOR



## CRISIS MONLH FOR SRI LANKA



## EXAMPLE TO THE NATION


#### Abstract

 house to be branded a common criminal. no the first heroin addict to be jailed for breaking a probation orider. But bereaking a "how the highest in the land can fall to the lowest when drips ari taken" has an irresistible appeal take" has an irresistible appeal All but one popular newpaper had as front page news has it as front page news yesterday - complete with the ginm architectral symuetry between Blenheim patice - to between Blenheim Patice, to whech the Marquess is heir and Pentonville Prison, whick will be his home for the coming months Of course. Horseferry Road Masistrate. Mr Eiric Corswher, deliberately chose his words to have a deterrent effect Acord- 


## Dae for shunting?

## 

 Reving Mardiebonce station must mist
 Maryebobic sarition at. pirse








LETTERS TO THE EDITOR

|  |  |
| :---: | :---: |
|  |  |
|  |  |



$$
\left.\right|_{\min } ^{\mathrm{midi}}
$$

$$
\begin{aligned}
& \text { inver } \\
& \text { jux } \\
& \text { tud }
\end{aligned}
$$bored

certain
ity in
Sincerin


## City's aid effort

##  <br>  <br> $\frac{\text { jam }}{}$    <br> we inend 10 or raise fand for ch Ynurs faithfilly, <br> AMELIA TAYLOR, Secretary, The Scuare Mile Chasitable Trust, fince Rn Pert House Prince Rnpert House fanuary 6 .


 iron, Switzerriand has none of the
primary industries associaeted with
thene hhat are (or have bena) bigigh
here and in, for example, northern Mr
Mr Fany.
Fart
eything

Born to blush unseen

?
diary that affice \& wedding in Langley
Burreli Withtibe, on. New Years
sethell insisted on our writing her
issisting however, on our writit
Kercen without the 'Happuch'.
D. T. W. PRICE
D. T. W. PRICE Ch
The Kivert Scoiety.


he Chaimaniof the on the Channel link
yur madiag aricke on twod


nin

Ensuring farms do not get milked
 anembis to becus the biams por
 con fanatron hasid beowect, mons
 anis





 Nand







为









what really concerns the future of
ourcountry.
We need more vision. At least Mr
Ynurs faithfully,
PELER TEMPLEMORRIS,
House of COmmnns

Far festive fare
From Mrs Frances Cooper
Sir, Wirh regad too Mrs Coiman's
query (Juary 3) about the travels
sent a home-made Christamas pud
ding, by parcol post trin
my son in Tokyo. It arrived in in good
As he was spending the hnliday
skiking te pudding than went up a
mountain and was jaten by 14
People. faitfully,
Yound
RASES COOPER 98 Sandifield
Haxdinton
Oford

From Ms Hilary Brads
Sir While o others may boast of
delivering the furthest Christmas
divering the furthest Christmas
pudding Ithink 1 can lay claim to
the mosit southerly, Four years ago
the mnst southeny. Four years ago
decided to back Bivinin bbrigina
pudiding, complete with silver iliree.
puddimg complete with silver irree
penny bits to UShuaia,
thembits
I explained to the houel chef how
to cook in and dalso gave him abag of
fid mushrooms gathered that day



ON THIS DAY
January ${ }^{\text {ISSE }}$.
The tax on advertismentu whe duph teige of The T Tmen which hin this


Prichary's Dandrion,


## OBITUARY

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

$$
\begin{aligned}
& \begin{array}{l}
\text { in } \\
\text { p } \\
\text { F } \\
\text { on } \\
\end{array}
\end{aligned}
$$

MRTVGE DAFEGAARD









## GENERAL ARTEM GORNY


 Coinct Oreg Penkovsky，who
weres charged wikh bewaying
Russian sectets


|  | Yesterday vas the rifth such session, apa thank largely to the inpact of the base <br>  |
| :---: | :---: |
|  |  |
| nates yeximg |  |
|  | tuat |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| the London and Soctish, Banks. in the | , |
| less ide lever of bank berding did ime |  |
|  |  |
|  |  |
| 隹 |  |
|  |  |
| , he decmed flor or |  |
|  |  |
|  |  |
| The ay |  |
|  |  |
|  |  |
|  | More power |
| $\begin{gathered} \text { took } \\ \text { bot } \\ \text { cose } \end{gathered}$ | Weinstock's |
|  | Gece bid reeivad.a. itinel |
|  |  |
|  | ation |
|  |  |
|  |  |
| Undit | abour hite ned to merpe |
| repir |  |
| confidence. The mar <br> The market is already alarmed by the |  |
|  | ${ }_{\text {¢fe }}^{\text {ghe }}$ |
|  | ${ }^{\text {m }}$ |
|  |  |
| disin |  |
|  |  |
|  | cread |
|  |  |
|  |  |
|  |  |
|  |  |
| Stormy weather on |  |
| market barometer |  |
|  |  |
|  |  |
|  |  |
| that |  |
|  |  |
|  |  |

## Argyll has 4\% stake in Distillers  <br>  <br> CBI seeks 21 winners

 ,ind

 and







## 

 FINANCE AND INDUSTRY Executive Editor Kenneth Fieet
## First base rate rise

 - perhaps not the last
## Import restraints 'cost UK consumers £1bn a year'



Green replies to MP's claims


## $£ 200 \mathrm{~m}$ jet orders for BAe

By Edward Townsend
Indusitriar Correspondent



| sic |
| :---: |
| and |
| and |
| and |

## bo



wa


## Thuc

## Barclays applies for listing in Tokyo





## Macro 4 poised for $£ \mathbf{2 4 m}$ flotation

##  <br> 




## Fed agrees

 curb on ‘junk' bonds



## Boom year for loans

The boom ini cisamad
 , mink




pesion

November wex monhs to mid-



six monhs manan


Pilot plant


Beazer buys

Asda ahead


Afsis.0.00 Fmidea



Volvo stake

Butcher launch
Mry Jons fichar, Induwtyy


## Nationwide up


and

## Tourist spree







## 

## NAWINIERESTRETES

## Base Rate

Increases by 1.0\% to 12.50\% per annum with effect from 9th January 1986

## Deposit Accounts

Interest on Deposit Accounts
increases by $1.0 \%$ to $6.75 \%$ net p.a. with effect from 9th January 1986. For those customers who receive interest gross, the rate increases to 9.03\% p.a.


## Stores in trouble again as shares take a sharp knock



## Three join

 board of Courage


TEMPUS
Hanson triumph draws
mixed views from City

Charles Tidbury Christian Salvesen Mr Brian
Hroup filer has joined he board as
group firctor.
 Fitchac Cormpany Design
Fonsultant: Mr David Rivet
hans bexo made developmeot
director. director.
Narchos (Londoo) Mr
Water H Hepher, Mr ${ }^{\text {Geofrey }}$ R Hankins and Mr Chystapher
I Braumd have become direc-
tory
Vibroplant Mr Neil Partridpe bas been made Nedir Par-
Nexter Mr
Mecomes group finanante direoctor. Thomas Warringtoo \& \& Sons
Mr Dovid Brown has ben mede
a oocexecutive diretor.
 operations director and Mr
Jonn Toal becomes special
projects director. More appointments : on page 21


## WESTLAND plc SHAREHOLDERS

## DO NOT ACCEPT THE UTC/FIAT PACKAGE UNTIL YOU KNOW THE FULL FACTS:

## The Consortium's offer is better for your Company's future than the UTC/Fiat deal, because:

- The financial terms are considerably better
- 50\% more work guaranteed to 1989
- Westland's long term independence assured
- Westland will have a major role in the European helicopter industry and its guaranteed markets


## YOUARE ENTITLED TO CONSIDER BOTH PROPOSALS

> Pleasecomplete the Green Proxy Form which you will be receiving from us in a circular. This will explain in detail the advantages of our offer.

Issued by Lloyds Merchant Bank on behalf of British Aerospace, GEC, Aerospatiale, Agusta, MBB.



## Exciting year for growth－ and more to come

| Extracts from the Statement by the Chaimman，Sir Robert Haslam |  |
| :---: | :---: |
| Chaimani，to report recorn | $\cdots$ Ithive been pivivieged to preside ever |
| again Contimuing an unbrokens seven year |  |
| －were 576.7 m compared wihl 565.4 m in 1984 ． |  |
| Board lo recommend a finalfirvidend of 14．5p per share，to malie a total for the year 220 p $16 \%$ hisher than last year |  |
|  |  |
| Expanion |  |
| This has beenan excting year for |  |
|  |  |
| ced the geograp hical spread of our |  |
|  |  |
| overseas sugar markets and diverifited into |  |
|  |  |
| Thest accaumio |  |
| die or pace，arising flu |  |
| 为 |  |
|  |  |
| North America Nevertheless，we sill remain keen to expand our business at |  |
|  |  |
| ment opportunities． |  |
| The EEC Sngir Regime ．． |  |
| Negotiation for the new sugar regime Eaminges per sh |  |
|  |  |
| Slages The Council or Minister has |  |
| unchanged for two years．after which they will be reviewed it the ligh of any changes |  |
| in demand which may have occurred ln． |  |
|  |  |
|  |  |
| subsidy required to sustain succh potential uses to be assessed |  |
|  |  |
| Neî Chaitman：－－ |  |
| 1 was very ptased when M．N．M． |  |
|  |  |
| accepted the Boarts invitation to sucreed me as Chaiman．As he wila also retain his |  |
|  |  |
|  |  |

## Arrival of Ghostbusters lifts spirits in video industry


 sere thit the final quanter of hast
year．was she best ever for he
midustry．


 hel last quarter alone deliverrics
are thougt to have excerded
f30 minionl
The best year for deliveries so The best year for deliverics so
far was 1893 ，when they had a
value offon milion．Since then
the market has been contract－

Greater London
letting market
improves but
completions fall

 The suiburban office marke， m
unlike its counterparts in the



## Lion left licking wounds after meeting whale


#### Abstract

There are now only four and Porcsmanth，in is bexinning boats teft at sea，still to finish wo look mntikety that the race   during the day yesterday，led by Switzerland Pierre Fehiman） the longawaited French boat the highes placed Division    

\section*{} or

\section*{d}



St James＇s offices sold to pension fund for $\mathbf{£ 1 m}$



Plan for 17－acre retail park in North－east


 75,000 sq f $f$＇of fpecialist no non－
nod $\qquad$


Bryant deal could set new office rent level



## 昭，




 milioiou
Banque Bracelles Lembert
and Socite de Banque bonght Bangut Bracilies Lamber
and Societe de Buaque borght
the ofices tronet their iont
 Me Geriarerbel Building was

 Propertig Inestments and Trafford Pork Mr Steran
Wingate the managing ilector
in


 management showld be injected
imito the compnay．
The agreement with Wingate mas reached aginist
 sabsefgen Hy sold it sharres in


## Boat Show diary <br> Downey＇s challenge

$\qquad$ SQUASH RACKETS
Tough at the top for young champion



## Sport that needs exposure is

 kept in the cold by weather

Clubs upset at final decision

Luton sign Big-money buy endears himself top scorer from Wigan

Horton's memory lane


to one half of Merseyside


## Two pairs of brothers named as Scotland make changes

## 




 $\qquad$ mix miditim Hyw wixiz


Twickenham sells out twice over

|  |  |
| :---: | :---: |
|  | \% |
|  |  |
| 边 |  |
|  | \% |
|  |  |
| SkIIN | motor S |

Finns have
new wave of jumpers


## Britain reopens its $\$ 100 \mathrm{~m}$ shop window



FORCOUPONS

## VERNONS

RUGBY LEAGUE: CAMPAIGN TO BE BASED ON GROUNDS OF UNFAIR DISCRIMINATION AGAINST FORD

## Council to take up case of Cardiff winger



A game migrants should not tackle lightly


## Thisweet's Great Payout <br> 



## SUPER SECRETARIES 01-8370668




## Rewarding: chance for Combs Ditch




 2.00 JOHN BUL CHASE (E2,841:2m 5 )(5) 3.



Wincanton selections

## Dancing

 Heather for pointer


Her
her
thil
to
Bo
H
Bonalma backed
 Recoptionist/Telephonist
$\cdots$ Copy Typists:
MNMME

Teriporary Staff Consultants


 NON-SECRETARIAL
APPOINTMENTS

|  |  |
| :---: | :---: |
|  |  |
|  | Hnant enparilt tin-lovtor peryon <br>  |



# LACREME DELACREME ©Tade $01-2789161 / 5$ 

## Secretary TODIRECTORS

C. $99,000 \mathrm{pa}$

Waterloo

 offires close to Waretion Sexion

 possas exactentecommumicition stills.


 plication form.
Lavestors in Industry plc 91 Watedoo Road,
The CREATIVE USE OF MONEY

##  <br>  <br> 'Fake! to 49,500

 and ind hering thex












##  <br> 





阬 venture]

izobethHunt £10,000



 CHARTERED ESTATEAGENTS






[^1]

## $\mathfrak{c}$

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  | Surrey


 and Eind




18 Evdon Streat, London EC2

## 

$$
5
$$



PA to Managing Director

## $£ 8,500+$ Banking Benefits

Aleading City bank has vacancies for wembition Excellent shorthand/typing skilis are recuired as well as the ebility to
work accuratery under pressure work accurately under pressure Excellent prospects for $h$ igh secretaries
Todisuss these vacancies further, call
tymetre Belcher on $01-588$ 4303 Lymette Belcher on 01-588 4303.


## Senior Secretary

| SECURE YOUR FUTURE c. 813,000 <br>  <br>  <br>  <br>  <br>  <br> 5883535 <br> Crone Corkill. <br> 18 Edon Street, London EC2 |
| :---: |



## Bonne Année!

£10,000+


$$
\begin{aligned}
& \text {. . Required by Pivete Ophtrtalmic Hospltad in } \\
& \text { JEDDAH, SAUDI ARABIA } \\
& \text { Knowledge of Arablc Prederable but not essential } \\
& \text { Accommodation provided }
\end{aligned}
$$

Accommodation provided
2yr contract selary negotiabte. At least
Send c.v. to Miss M. Joness 33
Grosvenor Ro. Londoin SWiV SJN

## Lis

SECR
IN AT

##  <br> Numan

$$
8
$$

$$
1
$$

|  |  |
| :---: | :---: |
|  |  |
| AVOD CоMmuming <br>  <br>  sentia Contrat Anciot Eran $-1015034372$ |  |

Secretaries in
International
Banking
cretaries in ternationa Banking is one offle largest privite
Compariese in the printing in compapleazn the pinting industry end constial subsidiaries
ASPR/Secre
the grousp your will be responsibitie Cor the management of the group ofice. The position inctudes organising intemal and extemal
fanctions taling minutes ar Board and General Maingomentreetings and being an

| To our Chief Executive \& Managing Director <br> We are a leading offshore engineeriog company based at Carnbridge Circus in London's West End. If you are an experienced Senior Secretary, used to a demanding schedule, Executive and Managing Director: Relying langely on your own initiative you will arrange diaries, take minutes and produce reports as well as normal secretarial duties. You will need around 5 years' secretarial experience at senior/executive level for this extremely demanding position, together whin a high level of taet and diseretion. package and, above all, realjob interest. Piease telepbooe Christine Mackenzie 00 0 Of-8368030 or write with fall details to her Forter Wheeler Petroleum Developmen Limited, 125 Shrftesbury Avenue, Loodon WC2H 8AD. |  |
| :---: | :---: |
|  |  |
|  |  |


| Bi-Lingual Secretaries International Banking <br> £9-10,000 + Banking Benefits A major City Bank requires bi-lingual secretaries with English mother tongue, but with fluency in either German or Italian Shorthand speeds of at least 100 wpm in English and foreign language required. These positions offer an excellent opportunity to use your languages in a fastmoving intemational environment To discuss these vacancies funther, call Lynette Belcher on 01-588 4303. |
| :---: |
| IOMK ERRIGAN |
| CAREER MOVE <br> E13,000 + BONUS - WC2 <br>  <br>  <br> 4344512 <br> Crone Corkill <br> 99 Regents Street, London W1 |

## Managing Director

 postion, together whh a high levelo of iuct snd digeretion
 Bi-Lingual Secretaries Banking £9.10,000 + Banking Benefits
 Shorthand speeds of fat least 100 w wm in Engighs and ofriegn language required opporturity to use your languages sfm a fast
moving intemational environment To discuss these vacancies further, call

CAREER MOVE
E13,000+BONUS-WC2 4344512

99 Regents Street, London W1

| Secreta <br> Press \& Public <br> Reiations Office <br> An efficient and enthuslas <br> retarkal and clerioal dutie: <br> toncicond a plest ant telep <br> of art woutd be an advant <br> Selary 55,900 to 56,950, Ekiss. <br> Far further detais and 24th Jamary) telophone Callery Traiserar Squar <br> Exter 21 <br> An equs |  |
| :---: | :---: |
|  |  |
|  |  |




## = ENTERTAINMENTS

## E <br> 





登


## 



CHANNEL 4






eter Davalle

#  







## 



## 

## 





## THETIMES

## Banks sought for Expressway Channel link

Ay Michzel Bailv, Transport Editor








 is said to be as frimty for me forsecable future", bas through scheme which meen
EuroRoute or Channel


If Mrs Thatcher 1005 this the decision would no

Britain set to resume full relations with Nigeria

| rom |  |
| :---: | :---: |
| bangida. which seized power |  |
| Sir Geoffrey and Prof Akinyemi agreed to hold regular meetings |  |
|  |  |
| regional issues. Ih is the first |  |
|  |  |
| time that such a series of |  |
| meetings has been agreed withan Affican governmeot. |  |
| Briuin has |  |
|  |  |
| unresolved differences between |  |
|  |  |
| been dragging its feet. Largely |  |
| because of what it perceived as a lack of sympathy in London |  |
|  |  |
| cowards its economic prohlems. during surgery to separate them |  |
|  |  |
|  |  |



Concern on state industry assets
$\qquad$ maty Mind


为 Bumatime win

$\qquad$


By Alan Franks
$\qquad$





## Reagan warning to Gadaffi

Comisued from page 1
The Tunisian goverameot state
ment that the pasports ment that the passports used by
the Vienn terrorist had been
confisated by the. Lihyan confiscated by the Livhyan
Goverment frome expled
Tunvisiao workers last summer. Meanwhile Mr Jim Wright,
the House of Represeotaives Mm
M
benf
bean
aber
he
yest
oct
Bel
Bo
No
69

 ence that the his press had wourcicans, killed and 122
abte to anticipate and wounded.
126 ter



Teachers' talks at Acas







## THE TIMES INFORMATION SERVICE



Senicr S

Senier $:$

 GENERAL APPOINTMENTS


Advertising 01-278 9161/5 Enquiries

GOVERMMENT O VIcToRLA (AUSTRARIA) Mriompon



 velopinentin the State of Victo



## PROMOTION OFFICKR, ECONOMICDEVELOPMENT



 - -utainedd s mimhe academic tevel.
 Chief Adninistrative Officer Victoria Honse
Melbourne Plice: Melbourre Place:
Stand
Lond WCB ALGG



LANCASTER CTY TRANSPORTLIMTED mandactive dirucior up to 823,005 plus car







 up to 816,000 plus.car









Lancaster

## the american unversity of beridut VICE PRESIDENT OF FINANCE

VICE PRESIDEAT OF ADMINISTRATION The American University of Beirut is seeking a Vice President of Finance and five colleges of the University are functioning with a total enrolment of 4,700 students. Interested individuals should contact

## The President

The American University of Beinut 850 Third Avenue New York, New Yerk 10022 Telephone (212) 319-2429 Telex 22330217 UB UR

## Senior Occupational Psychologist

Consultancy and research within a major industry Milton Keynes Up to c. $£ 22,000$


## Na



 Lsadian Oncenant








[^2]
## Senior Contracts Officer

## to $£ 151 / 2 K$

Farnborough




 niloringal supply and OEX agreemenents.


large-in in ceannivisenill its.

 The Science of Software Software Sciences

## Company Secretary

## Diversified plc

London area c. $£ 18,500+$ car

This surcessful Cejo million-lurnoerer
 500 emploveres and some 20 subsidiaries
lofized throughout the UK, hhe strenghs of trt halance shece and management rawide an cxecellents spingtoard for
urther growh. The nedd, now, is lor an c.recricnced Company Sccretery who will report to
the MiD and cary out he full
fance of stautury and admini
 PA he Board in the execution of its grovith will he appime mesk
Coodidates, azed Caodidates, aged 35 to 45 , should hc hody and must demonstratca suruccessful
 PA Personnel Service



## N.N.E.B. <br> DIRECTOR c.\&25,000

tor will earry responibility for the conduet nf the affairs of a major examin-
then ing and validating body at national level. S/he will play a central role in meintaining 8 mbjor programme of development to assure the quality of the
training of Nursery Nurses hanth through the lang established NNEB Certificate course and through the rapidly developing Certificate in Post-qualifyig studies.
The potential candidates will have the personal and intellee tual qualitics
necessary to represent the Board's interests at necessary to represent the Board's interests at national level, as well as the
high level of managerial and entrcprencurial scills needed to provide leadership to a sueceessum serff-financing. body operating in the volaule fields hoth of vocational educalon and training and zervices to young children. It is expected that the successful candidate will take up office in May
1986. The poat is superannuable and car loan and exsential user allowance 1986. The pos

Further details from Michael Stanton at The Natinnal Nursery Exal Closing Board, Argyle House, 29/31 Euston Road, London NW1 125 D .
Closing date far completad applications: 31st Jonuary 1986.

## Computer Services Manager

## London WC2

## cf18,500

Denton Han Burginsw Warrens, an international firm of lawyers, have
continued their plaonned investuedt and commitiment in both oftce
antomation and date In line with their philoscophy of providing their own internal support, thay
ara seaking to recruit a systems professional to taka a leading rola within The brief of the successfful epplicant will include day to dey operations

 The position will also involve considerable liaison with the firm's overseas
offices whera similar systems are installed.
 T) MSB

## Applied

## Economists

Unilever's Econcmics Departiment is rapdly
building a reputation as a leader in tha acpl:cation of the 'the new industrial economic' io business oroblems. We have vaiancies. now and nex: summer. tcr graduate. postgradu
or post-doctoral economists wino will bs or post-doctorai econen
based in our Lordon Head Office. Bright innovative miroeconomists. who
want to apply recert researcin to : eal businas tuations, will be $\begin{gathered}\text { Eile } \\ \text { to exerc:se } \\ \text { wand develo }\end{gathered}$
 of both w
exsential. expexcellent basis for peopple who later want to move into operationa! management elsewhere in Unilever.
Successfuf candidates will oe offered a com
petitive saiary together wi:h the range of petitive salery tolether wi-h the range of
benefits normaily assoc:ated vititn a major internaticnal compen;
 statement
field. to:
Professor DKStout
Head of
Economics Dapartment
OO Box 68 , Unilever
PO Box 68 , Unilever House
Blackfriers, London EC4P 4BQ

## CAPITAL

 MARKETSAs a result of substantial growth. the Capital Markets division of our client a leading American
international bank, is seeking additional sales and trading staff.
In particular, they require an experienced Dolar
Straights Trader to assist with the trading team's Straights Trader to assist with the trading team's
demanding workload as a major force in the market.
They also have a requirement for senior Eurobond salespersons, with a minimurn of two
years' expenience in that field. who can help years experience in that field.
continue a period of expansion
Highly atractive salary packages are offered as one would expect from a major US financial institution.
For further information, please contact Simo
Harrison or Louise Gore on $01-4813188$,
CHARTERHOUSE
APPOINTMENTS


THE OPEN LNIVERSITY Director of Management Scrices
 of the Universily in Militon Keynnes.
The Manazement Services Division provides sysiems devel.
opment information cenre, internaf consutiancy, $\alpha$ M


 The Director is responsible for planulns and directing the
work of the Division and for connibuing to the overal
. management and administration of he University The University secks a Dreecor with a proven record in
Ieadership, planning, implementavon and operation of the management services funcuion and with the potential to
make a sigificant contribution to the effecive and efficien development of the University.
 relocation expenses.
 ${ }^{6}$ AA, or elelephone Millon Keynes (090
24 hour answering service on 653868 .
Closing date for applications: 31 st January 198 i



## Soffware Sales <br> 17 K Basic 35 K OTE Cavalier SR:

If yau are enthusiastic and self-motivatied
with ostrang will io succeed and make maney readon
Oir client cominands the teoding position O5 an independent software supplier to th products has been so gigreat, add difioininal ${ }^{-}$ soles executives are needed to build upon
thie compony's success to date ohid expan the commontieny ssuccess to date ond expand knowledge offdotabaise, apiplicotion, or decision support software, you can bean
infegral poiftof his continuing success infegral paitiof.

## Guaranteed Success

15K Basic-50K OTE 2 Litre Car This multinational US.-based supplier of mainfrome, mini and micro softwor
speciolist in finaincial application peckajoges. They seek a dynamic, curre succerssfulsoles executive to manage established acceounts and continue to create new business: Iffyoidesire the security of
workking far.an estoblished 'name' in the industry ond still enioy the challenge of dictating your own tuture, hhis will give you Rnimmed
Reffipg.
arte reference number talearn mare Staines, Middx. Tel. Staines (0784) 63615 .


.ina
Top City Partnersiti?
to $£ 22,000$ negotiable


Our cient is one of the targest partnershlps in the City, with'
over 700 staff in the $U . K$ and expanding rapidly. Continued expansion hias hightighted a need for an Office
Manayer to eptimise the use of existing resources and proje Manager to pptimise the use of existing resources and project thanage potential premises acquisitions.
Reporting to the Depity Director of Administration the job will
Cary inie managoment responsibility for over 50 steff who cary premises. maintenarcen and sy soricess including security; swictiboard reception and trivel, ageneral officic furction, recordas/stationery and catering. Maintenanca pit the job.
Aged 35-45; candidates must be able to demonstrate a
strong functional track record and an innovative and flexibi strong functiona track record and an innovative and flexible approach Sfrong communicauon and social skisa are cinical
 Please teleptione Mark Tulth, on $01-4914014$, quoting. COURTENAY STEWART INTERNATIONAL LTD Mañagenent Solection \&Recruitment Consiltants
Hararidga fouse, 3 Hanover Square, London W1R 9RD.

Mronal Banien ris mininne mimind nio EXECUTIVE OFFICER







 Post.
Further parti
avaliable
 $\stackrel{\rightharpoonup}{\mathrm{NBS}}$ Mr. P, S. Teytor, Pinichial

 Costryg data for apppicatione



## Can you deliver JIT solutions?

Helping industry to confront the challenges of performance and productivity is a major task of Coopers \& Lybrand Associates' involvement in the manufacturing sector. As the UK's largest and most rapidly expanding firm of management consultants our role extends to every area of the manufacturing environment. Using the Just-In-Time philosophy as a vehicle for improving overall manufacturing and delivery performance, our consultants are assisting companies to maintain their competitive advantage in the national and international marketplace.

Continued expansion has meant that we need additional consultants to join our Just-In-Time manufacturing group. Our need is for individuals who can identify and maniage radical operational changes aimed at significantly improving lead times, quality and producing greater product flexibility. Supported by a systematic approach and a proven implementation methodology we use JTT philosophies to improve performance throughout the whole manufacturing area - giving our clients the competitive edge necessary for survival in todays fastmoving business world.

Aged 25 to 35 with a degree in engineering or a related discipline, your current position will be in manufacturing or materials management or manufacturing systems. Strong line experience in manufacturing with the emphasis on managing change will be complemented by good communication and leadership skills.

Working as a consultant you can expect an excellent remuneration package plus car. Match up to our requirements and you can anticipate rapid career development. If JIT is.an area in which you can deliver solutions, please send a full career résumé, including a daytime telephone number and quotine Ref T03/05 to Raymond Jewitt, Coopers \& Lybrand Associates, Plumtree Cour London EC4A 4HT.

## Coopers <br> \&Lybrand For business committed to growth.

## ARE YOU DOING THE JOB YOU WANT TO... OR HAVE TO? <br> Many of usare so involved with the jobs were doing and he responsibibities we have that we seldom stop to wonder the responsibilities we have that we seldom stop whether we are making full use of our potential. We are working because we have to - we have mortgages to pay ramilies to support, rates, gas, electrictity and ne ist facts of iffe. <br> Another fact is that most of us havea nagging doubt that we corturd to do aboutt <br>  <br> We area group of specialist career consultants who sole function is to guide executives and professional sole function histo Etuide exceutives and professional We guarantee that we will commit our time and eff: Fenreallsed. <br> Now it's yourtum! Now it's yourtum! <br>     <br> © CHUSID LANDER



# GENERAL APPOINTMENTS ? Trade $01-2789161 /$ 

## Company Secretary <br> to $£ 18,000+$ benefits

 Our client, an internationally expandingorganisation providing financial and computer segrices in the specialisised arcea of funures
contracts, is secking an efficient Company concracts, is secking an efficient Company
Seccretry, to be based at the Group's head office
in London in London.
You will attend Board moetings and be respon-
sible for the sual statutory duties. Additionally, you will service a number of subsidiary board
meecings which will entle pout to becme meevings which will enable you to become
fandiliar with all aspects of tie company's busit ness thus enhancing your own career devevelopment. You must be a professionally-qualified Company
Secretary, 'preferably widh experience in a Secretary, preferably wich experience in 2
financian or international environnent, abbe to
communicate effectively and have the personal qualities necessary to gain the respect of top management.
A comprehensive benefirs package includes 2
$\mathrm{n}-\mathrm{C}$ pension, an
immediare mortgage subsidy, $n-c$ pension, an imm
free PPP and bonus.
Condidates, male or female, should apply in con-
fidence, enclosing CVs
to Douglas Ackins, quoting

## frdence, enclosi referace 339.

## DBA <br> Management \& <br> Recruiment Consultants 19 Britron Screes <br> ASSOCIATES LTD. Tol: (01) 2500003 .

royal oman police medical services SULTAMATE OF OMAM

PAEDIATRICIAN OBSTETRCICAN/ GWNaECOLOCIST DENTAL SURGEON

Applications are invited for the above Consultant posts. Higher qualifications and experience in speciality essential. Female Doctors preferred. Unique hospital and to participate in educational tralning and preventative programmes throughout the Sultanate.
deal for established consultants either as nent or longer period preretirement.
Dental facilities are excellent. The post will be suitable for a General Dental Surgeon m of three years dental

- experience

Salary commensurate with experience travel and amonity benefits.

Interviews London, end of January 1986

Applications to Box No.JD 383

## Personnel Officer

- Recruitment

$$
\text { c. } £ 12,000
$$

A leading City Institution requires a graduate Personnel Specialist with at least wo years experience in recruitment to join The position would suit $25-30$ wishing to progress within the personnel function and gain experience in fast-moving, highly professional To discuss this vacancy further, ca
Lynette Belcher on 01-588 4303.


## RECRUITMENT CONSULTANT

 Notlooking for a new job!. probably because, as an experienced recruiter you success. So why consider joining Management Personnel? - a quality client list developed over 20 years. - prestigious offices in the West End, Guildford, Windsor and St Albans.

- a new office about to operi in the C̣ity
- a high calibre team of specialist conisultants
- an unrivalled benefits package which includes a high
basic salary, generous bonus scheme and a company car of your choice after a qualifying period, non contributory pension, life, heaith \& sickness insurance. Perhaps most important of an, you will be allowed the freedom to develop your career in a mature, supportive atmosphere. Keen to learn more? Then
Nicolas Mabin, Regional Manager.


The Royial Theat Orene The Royal Theat
the position of

## CHOIRMASTER

The Choimmaster is responsible for the daily organization of the rehearsals of the choif, and the musical rehearsals of the repertiorre of the choir, rehearsing naw
performances as well as performances atready in the repertoire. The Choirmaster is obliged to take day and evening rehoarsals as woll as
direction behind the staga during performances. Salary according to the official scaie (grade 34) amounts to 236.997 Darish
Kroner a year. Employment withe pension may later be possible. Kroner a year. Employment with e pension may later be possible. Appicants must be prepared for an audition of difecting choir rehearsals before
employment can take place. Submit letter of application and detailed curriculum vitae before 1st February
1986, to:

Artistic and Managing Director of the Royal Theastre and Orcheatre Postbox 2185, DK-1017 Copeinhagon K, Denmark


营

PERSONNELMANAGER
The Penguin Publishing Giroup, which inclodes Hamish Hamitto Michael Joseph Fiainbirrd, Sphere and TBLCamberlexy hasa :
 locatectathe
Our requirements are more ikely to be for practical experience rather than an emphasis on professional qualificalion the satay and remuneration package will reflect the mportance of the position:
Please witte enclosing detaits
John Broom.
Group Personnal Divector
Bath Rood, Harmondswort;
PENGUN BOOKS LIMIED

## Young Purchasing Professional

An excellent opportunity to develop your career in a fast moving commercial environment


Sales
Manager
organise and lead a emall sales force.
Thie is an attractive caraeer opportunity for an ambitioue sales orientated person with a proven track record. sidiary of an establiehed international Company in the wholesale optical field.
A knowledge of the product would be an acvantape, however this is not essential as full training Applications Applications should be made in writing giving full
career details and salary. All applications wifl be Write to Box 1398 N The Times.

## SMALL EXCLUSIVE <br> HOTEL

in Notting Hil requires responsible person for reception work. Hotel experience not necessary but must be numerate
under pressure, some typing useful \& foreign languages a definite advantage. For further details phone Eva on 727 2777.

| Director <br> c. $£ 14,000$ |
| :---: |
|  |
|  |
| peramem mimomemompat |
| 易 |
|  |
| Anememom |
| and |
|  |
| AGECONGR |


| International advertisling sales person <br> For an imtormational publlinhing company roqutred Worting priticipaly in PANCEE Bnd TTALY <br> Applcant must be fiuent in Frevich and madvertising sales. <br> This positon will be based in contral London. Good salalary and car provided. Immediato start proferied. <br>  |
| :---: |

## RECRUITMENT CONSULTANTS

BIRMINGHAM EGEASGOW:
 Accountmci Persomel is the innket leider ho

 acoptionally pregressife onter spatucture inth ala promption fromir wifhin, meovidiug stimulating succassfall professional teams yout shoonil be 21 I30, weff-motrated xad well edacrteds sideally (but nof: empent
Cointmict-Richard Wallace on 01-834 0489, Accomituncy Persomel, 7
Palce, 1 بandop, SW1E 5 AD.


MANAGER
RESIDENTIAL LETTINGS
 The applicant must io experiesced in iediag . indot cinase
 atici 2 y urang tram.
 Please reply Box 2260 W The Times

[^3]
# GENERAL APPOINTMENTS ? Trade 0 i- $2789161 / 5$ 



OF THE EUROREAN OUSTICE EUROPEANCOMM
INLUXEMBOURG LAWYER on a temporary contract as



 Applicatio of of tux per monti:






Opportunities in Management Berkshire circa $\mathbf{f 1 2 . 5 k}$






 Fogert

Cose


## Canyoumatchour propertyplans toourbusiness plans?

Coopers \& Lybrand is the UKS largest and fastest-growing firm of chartered accountants and management consultants

With a major London presence and 28 regional offices, our space requirements demand efficient planning and profesional management

We now seek a property manager who will almost cetrainly be a chattered surveyor currently working in commence or industry who is ready to take on this senior management role as his next career challenge.

Your in-depth piofessional knowledge and well-developed inter-personal skills give you the confidence and ability to help senior management define their space needs to negotiate effectively with landlords and developers and liaise with the firms professional advisors on all facets of managing a diverse property portfolio.

Based in the City you will manage a small in-house team and be prepared to travel regularty to our various regional locations

Mitch up to our requirements and you can expect a remuneration package of not less than $£ 22,000$ plus car together with an excellent opportunity to develop your career

## Highqualityhouse services.

FWe have redefined the management roles in our central administration and now seek a facilities manager who will assume responsibility for the provision of all house services in our City offices which accommodate over 2000 staff.

We recognise that the quality of house services impinges on all aspects of our business. As an experienced administrator or office services manager, you will have the knowledge and skills to keep the whole range of services provided under constant review, ensuring they remain efficient; reliable, appropriate and flexible.

You will also be concerned with space reallocation within the London offices, the maintenance of health and safety standards and security arrangements in several London locations

As a professional administratos you can expect an excellent salary and benefit from working with an enthusiastic team committed to achieving high standards of service.

If you think your experience qualifies you for either of the above positions, send a full career résumé with daytime telephone number, quoting Ref. T00/20 to Roger Reeves Cóopers \& Lybrand, Plumtree Court, Londọ EC4A 4HT.

## Coopers \&Lybrand

For business committed to growth.

## Appeal Director

## for a longestablished national disability charity which is to kunch a major appeal in charity which is to launch a major appeal in

The role is to plan and direct the appeal
and therereftur to direct the fundraising fion While chat
While experience in langescale succeess in markecting desianale, a record of organizing a commentuad operation could be The appointrient st based in London Salary for discussion in in $15,0001112,000$ achieverement.
Pleasesend personal details in
COnfidence tor Ceoffrey Ems
CHARTIY APPONTMENS
Victori House Soothampton Row
London WCIB
Charity
Appointments

## ENGINEER

A Route to Marketing Management To E16K + Car

- Our ciemts, respected vordr-wide for thelt detance


 Could bead wop top manaceement and right from the of the busuiness
 Unperiencobberind you Atrialimeand dedirated you
 and with entior mandigement within the company. distict advantizae.
 approperiato widid.


MSB
ISB


Young Commercially minded Engineers \& Quantity Surveyors Camberley
circa $\mathbf{E 1 3 , 0 0 0}+\mathbf{c z i r}$ The UK arm of Societate Generale de Survellance, an outstandingly
successful multi-national. concemed with supenisising intemato huveestumber of openings for Engineers tomanage a team of specialisis concemed with the evaluation of intematonal engineering projectls or purchasing related to major tumkey projects. toogether with good degree $u$ professional aualification. You will need dohava a filar for anallysis. experience oproject pring and bin sinied negonatiors. Stadure, liresence end Ventual Overrseas assignment araparamount The comprenensive package will include assistance withr relocaton costs enswironnent.
Please sen
Please send afull CV to: R. H. Peel. SGS Lnspection
Orchard Lea Winkfield. Nr Windsor. Berks SL44RT.
ㅅㅇㅇㅗㅗㅗ

## PERSONNE PROBEEM2

## THE * 盘等TIMES IS READ BY

NEARL̇Y 1.4 MILLION PEOPLE
EVERY DAY, INCLUDING:-
Chief Executives,
Managing Directors,
Directors,
Sales and Marketing Executives, Finance Executives.

TO SOLVE YOUR PROBLEM TELEPHONE
GENERAL APPOINTMENTS (01) $2789161 / 5$

GA
RECRUITMENT CONSURTANTS

 A demanding appointrnent - scope to move up to position of information Systems Manager in 18-24 montis CHA COMPUTER SERVICES MANAGER - BANKING LONDON . Wa invite applications LEADING INTERMATIONAL BANK ASSETS APPROACHING, 55 BILLLON






CAMPEEL L-JOHNSTON ASSOCIATES (MANAGEDENT RECRUTTMENT CONSULTANTS) LMMITED,
 TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.
TeLEease oniy contact La if you are applyng tor the above position.

## Negotiator



Phillips Peroleum is a major muldi-national oil Company
engaged in the exploration and development of oil and : gas fields Woridewide.
Within our Earope-Africe Head Office which is within 2
miniutes wall from Chring Coss and Embank weent miniutese walk from Charing Cross and Embahkment
Sations our Exploration Department now has an opening for an experienced Negotiator.

 Participation Agreempents with other riicusumaies end Farmio/Farmoit arrangements:
The appointee will report to the Negoriatinas Director
within the Eiplorationin Denar
 Ideally, candidates should bein their mid-wienties end


 kanguage would be an adynantage. Applicants monst be prepared to trivel abrovad as required An exxcellent salary and benefinis package is offered as
befirs a mijor oil company.



Phillips Petroleum
The Performance Company

## SYSTEMS <br> TRAINING MANAGER (designate)

## Wleaser rexad en and you willed how be our it YYTTEN Please reod on and you will hnow if iti i YOU

 A Dod leve randard of tucation wih previs ogecther with a working knowidedge of computerer or systems literacy The The Jevelopment of systems after hhe eseigign stage will give you a chance to show. your skills. Retail background desirable.This is a key position requining chose throughourt he counnorv wheriere seminians and trainung counses sake place, all of
 maining manualk
deskhound job.
Our present Systems Training Manager leaves his mment on maternity


 deraiked cevi incuudinq s.lalary procresesion, our
noMrs


SALES ASSISTANT
 cliothes and daccessories. Previous experience in selling
preferred, but in ite sesential. Highest references necessary.

Salary commensurate with experience.
Please apply
Telephone: $01-499$ 1801.

| ELECTRICITY CONSUMERS' COUNCIL POLICY OFFICER (part-time post) <br> Salary: E13,002 paz. (fnciusive of London Waightingi) pro rata <br>  <br>  resem the int naflonal level. <br> The Pollcy Onficer will work as part of a smial tasiry of policy staft. <br>  conssumer sorivice and consimear law issuas. <br> Candidatos will proterably heve consididable experience in consumer advice and a backerciund in conssumer lew and/or paisicic. essmitial and experience in conurthena work would be an. adverttage. <br> The post is offered for 27 heurs per week. <br> Further particutars may be obtained from: <br> Electricity Consumers' Councli, Brook House, 2-16 Torington Wrftem applications should then be sumbitited by $2 B$ Janumry 1985 : |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

A major new opportunity arises with a leading firm of International Chartered Surveyors for a journalist with a property or financial background. Apply with CV to:-
Box 2265 W The Times


GET INTO ADVERTISING Exanding Markeing Coripindy revirines tele ambitiouis eifthusiasfic, selferioplyatiod :and need top earm en 5050 per week plus.

Call urimow ons
014983622

## A direct line to the executive shortlist.

InterExec is the organisation special ising in the confidential promotion of Senior Executives.

InterExec clientsdonotneed tofind vacancies or apply for appointments.

InterExec's qualified specialist staff and access to over 100 unadvertised vacancies per week, enable new appoint ments at senior levels to be achieved rapidly, effectively and confidentially:
For a mutually exploratory meecting telephone:
London OP 01-930.5041/8
Birmingham 00 021-632 5648 Bristol D 0272277315
 Leeds 0532450243 12 sL Pals Sreere
Manchester Pr 061-236 8409. Falkner Hous, Faulkere Serect
Interibued
The one who stands ovit.


## COMPANY SECRETARY

who will be responsible for the who will be responsible for the
administration function of a administration function of a
leading Venture Capital Investment Compány.
Responsibilties will include statutory reporting, liason with board members' and shareholders, legal documentation and related matters associated with investments.
The job entails the detailed monitoring of a rapidly growing portfolio of expanding companies in the technology sector.
A. legal or other professional qualification would be preferred.
A competitive salary package will be offered.
Please reply in writing with your cv to
T.J.E. Church,

Advent Ltd.
25 Buckingham Gate,
London SW1E 6LD.
BURGHLEY HORGE TRYAI'S DIRECTOX $\hat{A}$ par-cime appoinmient in Spring igs. Responsibit for

Apply will CV and detais of refereses $b 223$ anuiary to

RESIDENTIAL NEGOTIATORS Join one of.St. John's Wood's most successful teams if you are aged $20+$, industrious,': highly presentable and have a driving ambition to succeed. Excellent career opportunities. . termis,
according to age and experience, basic. plus commission and car allowance.
Do NOT write or send CV - - telephone me Now, Eliot Stonehill, Glliand \& Co., Tel. 01-586 7954:

## OPERATIONS DIRECTOR

 Our breaut taking expansion programme witich wiflensure








SCM yeds A

FINANCIAL \& ACCOUNTING


| THE BATISH COUNCL OF CHUNCHEL ASSISTANT GENERAL SECRETARY to sexive as Sarchiny io the <br>  <br>  atmins <br> Apareness of national apd internetional church thencueis An mnderstanding of $a$ varisty of potiticn and peligious The person ap <br> The person appointed will reciaire the administrative stolls necessary for the ruming of the Division and wall be responi- sibfe for the preparation of position pipers and poticy dociments, inctuding an zomual report for the Assembly. Candidates must be mombers in good stainding of a member - <br> job description and appication form availabie from: <br>  01-7309611. Closing date for applicationis Monidey Yrd Fobruary 198is. |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

## COMPUTER SALES EXECUTIVES

 £20,000£40,000 (PLUS) OTE:
 behalf of smanlindependendent conceris and for the . largest manuffacturers. Many of the pos -If you are a successful Sases Poressionat witha:

 top carreer opportunaties please contact:
Kenyy Iiptom on $01-$-9382566ar Ute Bathurst on $734716333:$

MSB APPONTMENTS


PUBLIC APPOINTMENTS

|  |
| :---: |
|  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |


| CAMBRIDCESHIRE Community Council <br> wishos to appothe ${ }^{2}$ DIRECTOR <br> to provide crasive leaderaip for a sumpl surth; acitve-t nural dovielopnient aind the doselopinent of the volumary sexperisnce and alsility to work with statifory ardivotrot tary bodies essential: <br> Salary 59.502 - $512.628+$ <br> The appointment will be made at or nipar ife minhmum potat of this scale. Betsed in Cambidgl. <br> Frll detanfa from <br> Combridgeathre Cominnsitity Counti, <br> Cmphidirashire Houtes. <br> 7 Hills Rosd <br> Cambindge; CP2 4NL. <br>  |
| :---: |
|  |  |
|  |  |
|  |  |



Project Accountant c $£ 15,500$ + benefits
As a result of intemal promotion, a vacancy now exists for a recently
auaffied AcA aged late twenties. The company is e well-known organisquarfied ACA agged atititwenties. The company is e well-known organisation in the field of industrial scientlfic research
The position requi
iacross fine comparys in the canying out of ad hoc projects, and in addition
and
there will be some stathtroy accounts work.
The ideal candidaty will proferably holica a scientific dogree in addition to this is a high visilbitity role. Promotion prospects are excellent within the - orgainisation; and benefits are those to be expocted ondinerTs of a major company. Crall




## THE MODEL OPPORTUNITY

 IN STATISTIES PROGRAMMINGLondon Show offyour staisisis and programning skills ox their best carobrat Abbey National and utuise the larest computterised statistical
modeliing facilites modering faciinitios Your main zim will be to assist senior Conerol Departunent This will involve assisting in stacistical analysis. softwree and producaing saztisticat Financiri revpors for mamagemenc. We provide on-che-job training on the
c. $£ 8,000$
 stem and Speryllink word roceassing packege and sudy for proiessional qualifications is encouraged. You will have a degree in in statisticsrolegramming in FORTRAN is essemrial. Ag good understand ing of staisticact rechniques ssch as Seriession Analysisis is neceessary and knowledge of applied econometric
techniques a distunct advantage. techniques a distinct advantage. Prospeccs are excclent in our rapidly-
expanding financill deparcments and
we provide an excellent range of we proficide an excelient range of
 Abbey National Building Sociec\%. Abbey House, Baker:
Londor NWW $6 \times$.

| Management Services Officer (Finance) Sajary froin $\mathbf{~ 1 0 , 9 0 8 ~}+6 \%$ pensien süpplement |
| :---: |
| Phoonix Housaris a national charity with its Head' Offico in South Londor. Whth expansion wiow need an experteinced finance person to take specific rasponatiality for <br>  descriptort and application form is ostalnable from: |
| Haceil Withehire, Office Marnager Phoentx House, <br> $\therefore \therefore$ 84/88 Church Road. London SE182EZ, Tet: 0t-771 612? |
| 田 |
|  |



PUBLIC APPOINTMENTS

|  |
| :---: |

\begin{tabular}{|c|}

\hline \multirow[t]{15}{*}{\begin{tabular}{l}
PBEGTON HEALTE AUTHORITY <br>
 <br>
 <br>
 $2($ Sany CCOMMUNTITSERVTCRS <br>
 (Salary nesoinitio pp io 52,500 ) <br>
 4.DTRECTOEOESSTANOLRDS <br>
 <br>
 <br>


\end{tabular}} <br>

\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline <br>
\hline
\end{tabular}

## YOUNG FINANCIAL DIRECTOR

## $\mathrm{C} £ 18,000+\mathrm{Car}$

Secomak Air Products is the market leader in a number of specialist: manufactured products. The company is very profitable, has outstanding management ratios and is a member of
the highly succesful Halma Group. We are seeking a Financial Director join a Board that enjoys considerable autonomy. The successful candidate will have mianufacturing experience, is

## North West Liondon

 likely to be an A.C. of above average ability aged betweep $25-35$, and will be expected to play an inportant part in shaping the company's future. An early task will be tareview and repla and equipment.The comprehensive package of benefits includes a share scheme. benejits includes a share
Please reply in strict confidence, with fall C.V. to:
Mr. C.Q. Summerhayes, Divisional Chief Execntive SPC House, Evington Valley Road, Leicester Le5 5LU

## Recently Qualified Accountants

highly visible career stepping stone

## London




Tough times, new openings


## A CAREER CHALLENGE

## FPS (MANAGEMENT) LTD

We have an opening for 3 ambitious, career-minded individuals, aged 23+, in the exciting world of finance and investment. Essentials are self-motivation, epplication to hard work, and ability to absorb new ideas rapidly in wide-ranging fields, inctuding Taxation, Investments, Insurance, Mortgage and Pensions.
Thls is e highly rewarding opportunity with excellent promotion prospects due to our aggressive expension programme over the next six mionths.
In the first instance pleese telephone 01-240 2118 and speak to Susan Toogood.
For further details or write with full CV to:

> Susan Toogood F.P.S. (Management) Ltd., 12-13 Henrietta Street, Covent Garden, London WC2E 8LH.


CITY BANKING OPPORTUNITIES Account Officer c\{23,000 Corporate Finaoce c An intornational bank is developing
reelationships with European corporate enitibes. It seexs en edditional executive
who offiers extensive credit experionce es
 .finance. R (1908
 Hy you ere good et generating FOREX
husiness, particularyy with new clents, e repurtabbe International banking group
would like to hear trom you. You arp would ilke to hear trom you. You are
probebly aged 25 to 28 with good
experince of FOREX products, including gradigate ACA toh devevelope e ceareer in 'all
aspects of loens, syndications. aspects of loens, syndications,
ecceptrances ect.
enthusiasm and eccetances etc. Emhus siasm and.
ambition will be amply rewarded.
Ret NM1733

Credit Offieer Leeding European bank is rectiti,000 dminstration ans experience of loan adminstration and credit analysis to become involved in eil aspects of Credit
and Docmentatite
davelopment rolie whicellent career davelopmen
rewarded.
Ret: NMM1822

## options. Ret. NM 1823

rewarded.
Ret: NM 1822
Write or telephone Nicolas Mabin, Regional Manager Management Personnel


CHIEF ACCOUNTANT London $\quad \underset{\text { a }}{ }$ © $17,500+\mathrm{Car}$




ROLAND ORR \& PARTNERS,

A. Finmid inancial Accounitint




You may now use your Access or Visa Card when
placing your advertising

FINANCIAL \& ACCOUNTING APPOINTMENTS $=$ Trade 019789615


## VAT CONSULTANT

International CA's
London
$£$ Highly Competitive plus car \& benefits

Ernst \& Whinney is one of the most rapidly expanding accounting firms with a highly developed sense for the market opportunity. We are currently seeking a high calibre individual to deal with the exceptional new demands arising in VAT related work.

Our clients range from multi-nationals to local businesses. The consultant assisted by a small but dedicated advisory team, will provide a complete service demanding extensive practical knowledge of the VAT provisions.

Together with the necessary technical ability the successful candidate will possess first class. inter-personal skills and a practical approach to problem solving. The rewards for success are high - an attractive remuneration package together with outstanding career prospects.

Please write initially to Barry Compton.

## EIII Errst \& Whinney <br> $\qquad$ Accountants, Advisess, Consultantss

## Gabriel Daffy <br> Consultancy

A DIFFICULT DECISION
 award 70 ind out, write or call
THE LONDON OFFICE
Gabriel Duffy House, 17 sis Swithins Lane
Cannon Street London, ECNN

Temps 016231617 Or evenings/waekends telephone Don Lestie on 3545229
THE BRIGHTON OFFICE

AAg departments (0273) 2982

THE,REAOING OFFFCE.
Cabriel Dutfic Consultancy, 60 Kings Road.
Reading
Al departunants ( 07344 ) 502881
Cabriel Duffy Consultancy 17 St. Swithins Lane,

## Financial Accountant

A major nursing employmeni agency supplying temporary staff to the National Accountant to fill a newly created: position within this expanding organisation, reporting directly to the General Manager. The role of this and planning, dayto-day control of of accounting functions in coniunction with the Management Accountant. Salary package to include contributory pension scheme and beñefits, $£ 15,500$ £16,000 p.a.
Please send C.V. marked private and confidential to Mrs J Higgins, London Borough High Street, London SE1 1

| $\frac{\text { Acountant }}{2}$ |  |
| :---: | :---: |
| = | $\underline{4}$ |
| St | \%29\% |
| 35atumbumu |  |
|  |  |
|  | 䦠"; |
| Simk |  |

Financial Administrator Expanding company based in Fulham
seeks experienced person management : skills. The successful applicant will set up a newly acquired computerised, accounting and stock control system and must run a small tean will include work normally fulfilted by a company secretary. and managemen accountant. Age 30 yeanagemen plus Handwritten applications to: The Personnel Director
Ist Filopr 7 Rickett Street, Fulham



[^0]:    
    

[^1]:    Toionsabsitize

[^2]:    Registered Nursins Home Asssciation GENERAL SECRETARY
    
    
    
    
    
    

[^3]:    ADMINISTRATIVE ASSISTANT with Compater/WP experience. CHRISTIAN AOD recurires an Administrative Ane rotarial sbills edidministrative sexperiances and compo Please apoly in
    
     Clioxing datic Jamuary 24, 1986.

